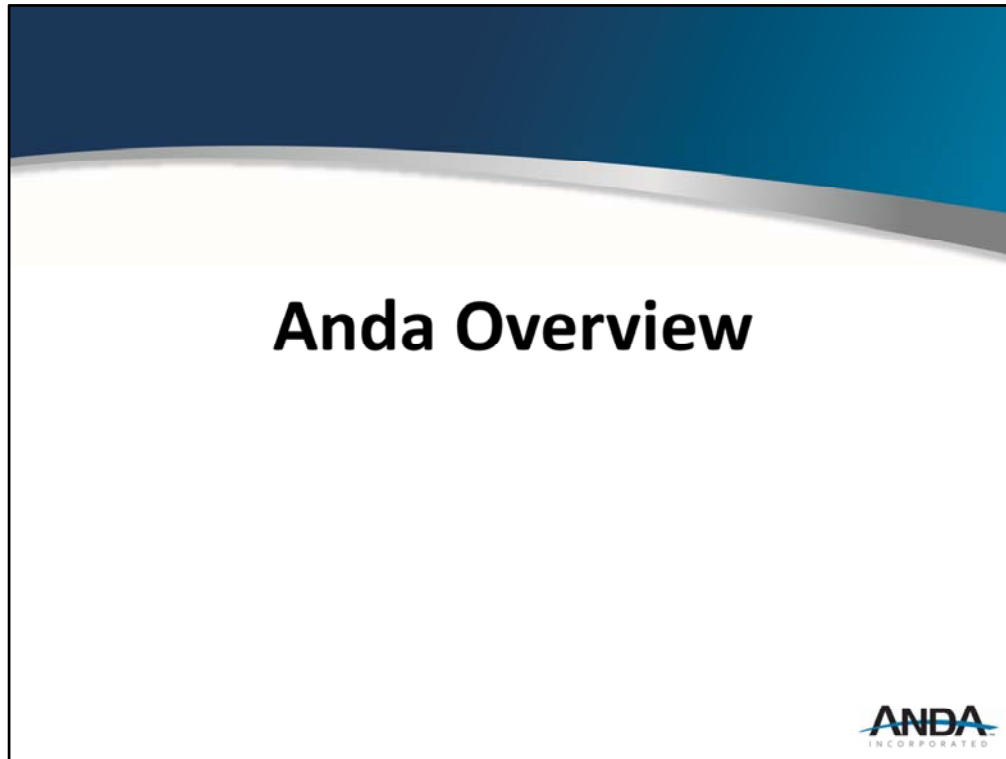


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Anda Overview



- Anda, Inc. is the fourth largest supplier of generic pharmaceuticals within the U.S.
- Anda, Inc. was established in 1992 to service the pharmaceutical purchasing needs for pharmacies and physician offices.
- Anda, Inc. is a **Watson**  Distribution Company.
- We service our customers utilizing a strong telesales approach, complemented by progressive technology and excellent customer service.
- Anda uses two distribution centers with over 8,000 products in stock
 - 150,000 sq. ft. facility located in Weston, FL
 - 355,000 sq. ft. distribution center in Groveport, OH
- Anda's strength is customizing programs to support our customer and manufacturer needs.
- Anda positions ourselves to our customers as the perfect compliment to their primary wholesaler.
- Anda has established ourselves as the premier distribution method for new to market launches to the chains.





Distribution Logistics


Anda's distribution model is centered around nationwide, small-box, next-day delivery out of our two primary distribution centers in Groveport, OH and Weston, FL.

Logistics

- Shipped to over 62,500 different customers
- Record Highs of 41,850 locations and 43,500 orders shipped in a Single Day!

Statistical Performance

- 1,509,303 orders
- 7,662,165 lines shipped
- 30.8 Million Units shipped



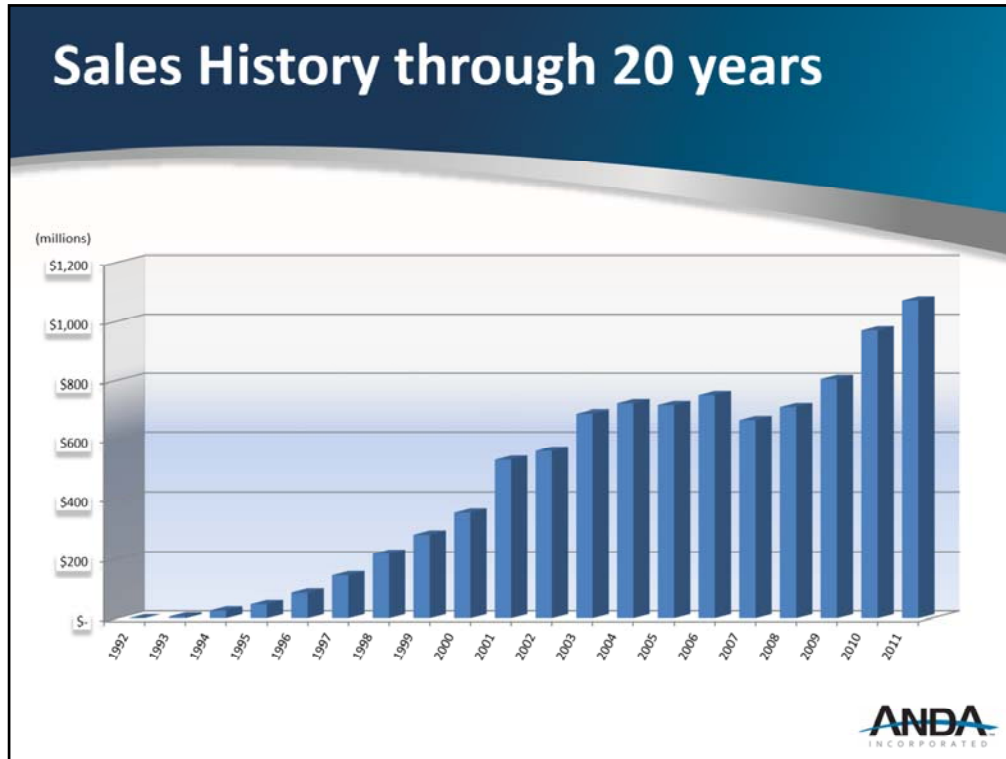
ANDAI
INCORPORATED

WOW. We truly are the leader in overnight pharmaceutical distribution. We are now a "brand"

When people talk about a distributor...they mention the Anda Model



Take a moment to reflect on last year, and all of the accomplishments of the last 20 years...



Year to Date we've had \$100 million less in new product launches than in 2010.

Sales Team Coverage

Anda's sales teams reach all U.S. trade classes utilizing a targeted inside sales force along with an outside National Accounts team.



Retail, LTC Pharmacy Supply

National distributor for generic and brand pharmaceuticals, CII's, OTC's and vitamins. Focused on product distribution to independent pharmacies, chain drug stores, and LTC pharmacies.



Physician, Clinic and Hospital Supply

- Your source for generic and branded injectables, vaccines, specialty oral dose forms, and medical/surgical supplies. Focused on product distribution to office based physicians.
- Specialized call campaigns to physician offices that compliment field sales teams.



Inside Sales

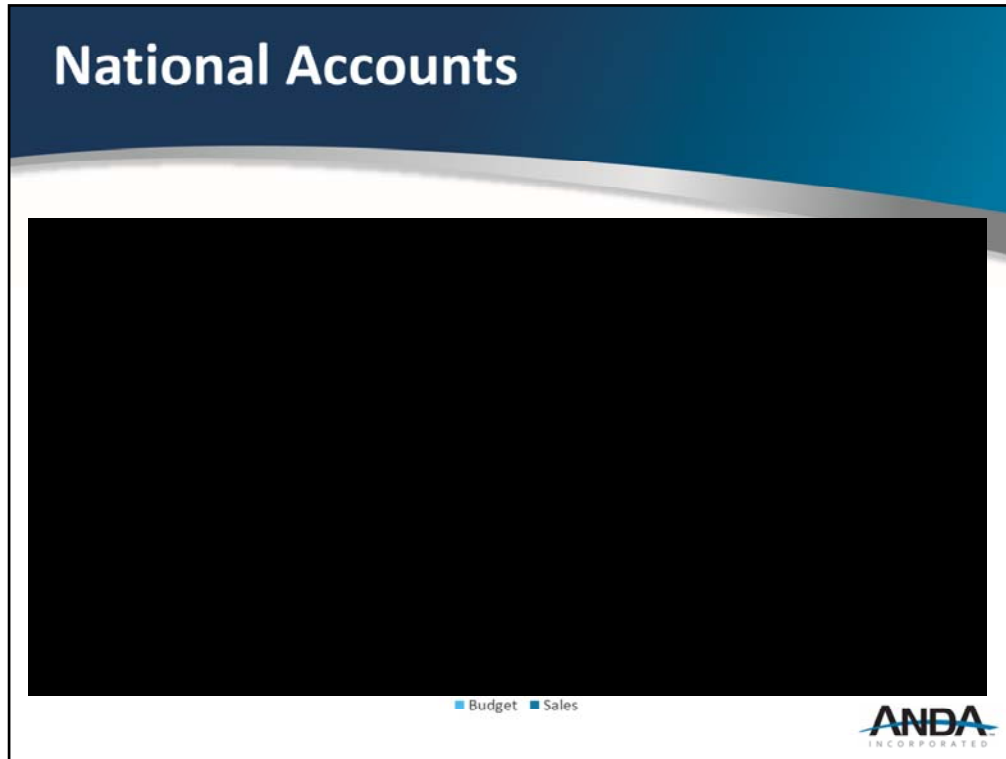
200+ Tele-Sales Representatives,
13 Sales Managers,
1 Director of Sales,
2 Exec. Directors of Sales

National Accounts

9 National Account Managers,
6 National Account Representatives
3 Directors of National Accounts

Total market coverage
making over 10,000 pharmacy calls
per day and over 3,000 physician
calls per day.





Exceed budget by almost \$200m!

Controlled Substance Distribution

In 2011, Anda shipped a CII product to almost 11,000 customers
2,500 customers purchased utilizing Anda's CSOS systems



Our combined 19,000 square feet of CII space allows us the ability to create a centralized master vault.

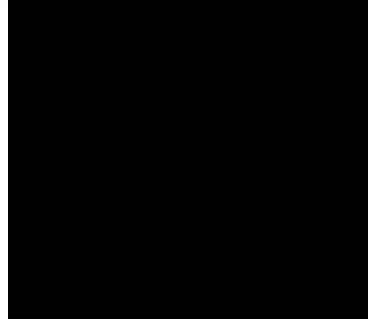
April 2009, Anda sets new personal best with the CII launch of Generic Adderall® XR

- Over 6,000 locations shipped within 2 days of launch



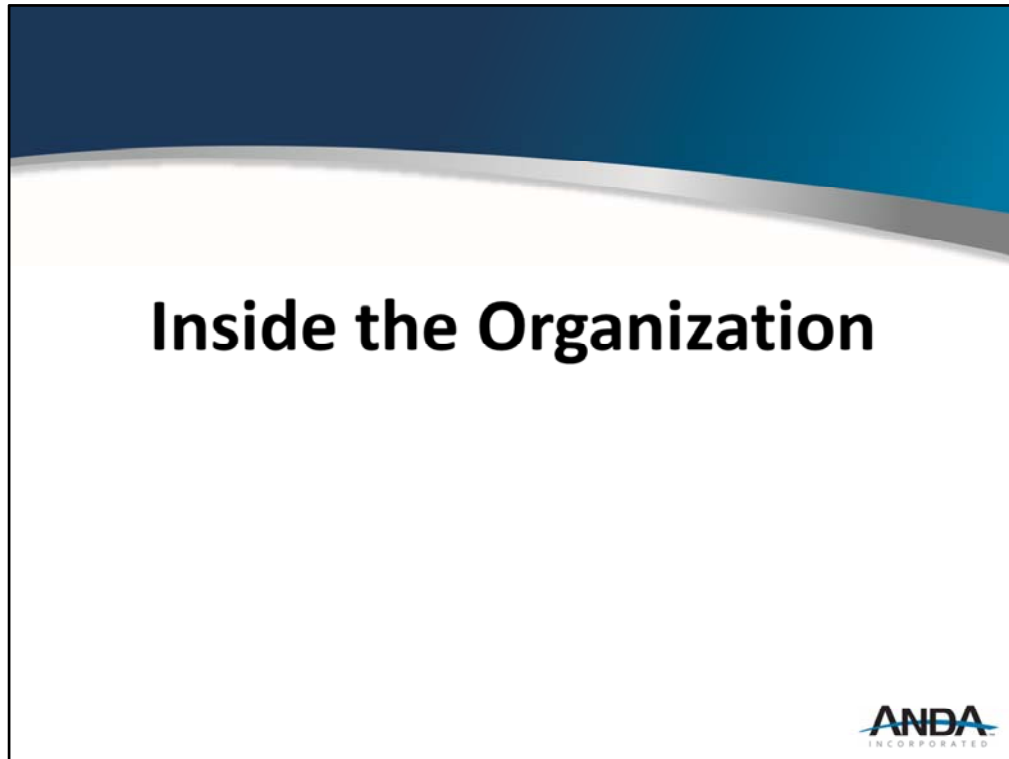
Cold Chain Distribution

In 2011, Anda shipped a cold-chain product to over 20,000 customers



Our 3 non-controlled substance refrigerators and 1 controlled substance refrigerator give us the ability to ship refrigerated items from M-TH up to 9:30pm EST for Next Day Delivery.





AI's Business Leads

Patrick Cochrane
VP, Logistics & Operations

Manages all aspects of distribution including management of the three facilities and the carrier relationships

Brian Witte
VP - Operations

Inside Sales (telesales) floors, Sales Reporting, Training, and Customer Service

Bill Versosky
VP – Sales & Marketing

National Accounts sales and operations, Marketing

Marc Falkin
VP, Purchasing

Purchasing negotiations and replenishment from branded and generic suppliers.

Kim Poropat
VP, Contracts & Project Mgmt

Contracts, Pricing, and lead for Special Projects

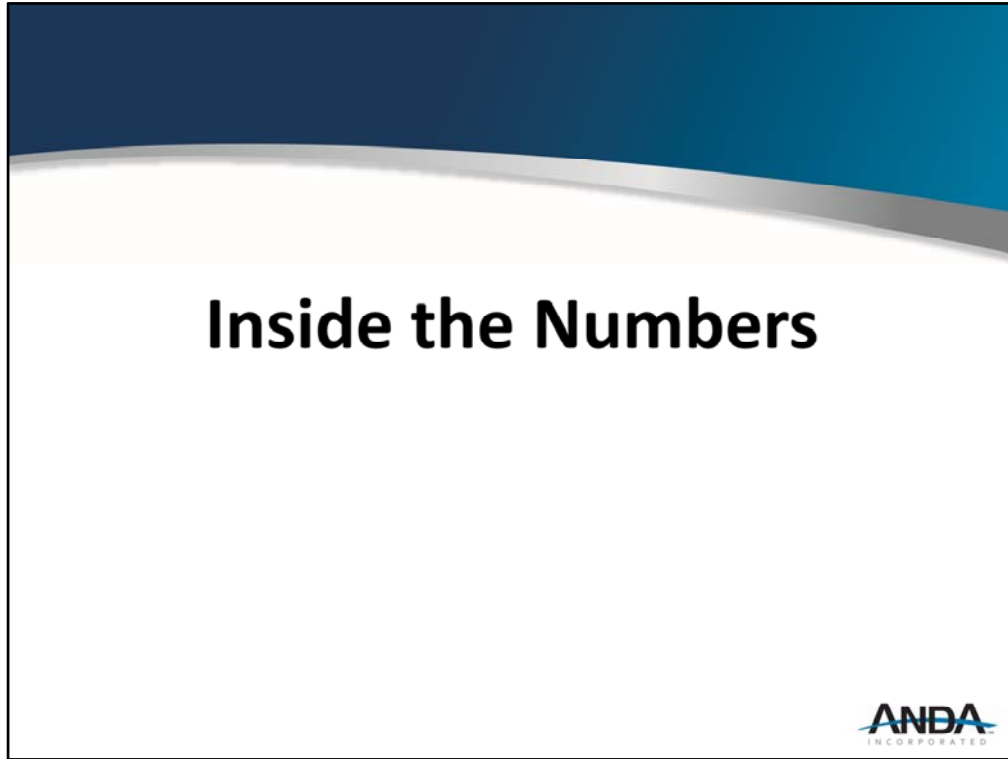
Michael Cochrane
Exec Dir, Regulatory Compliance

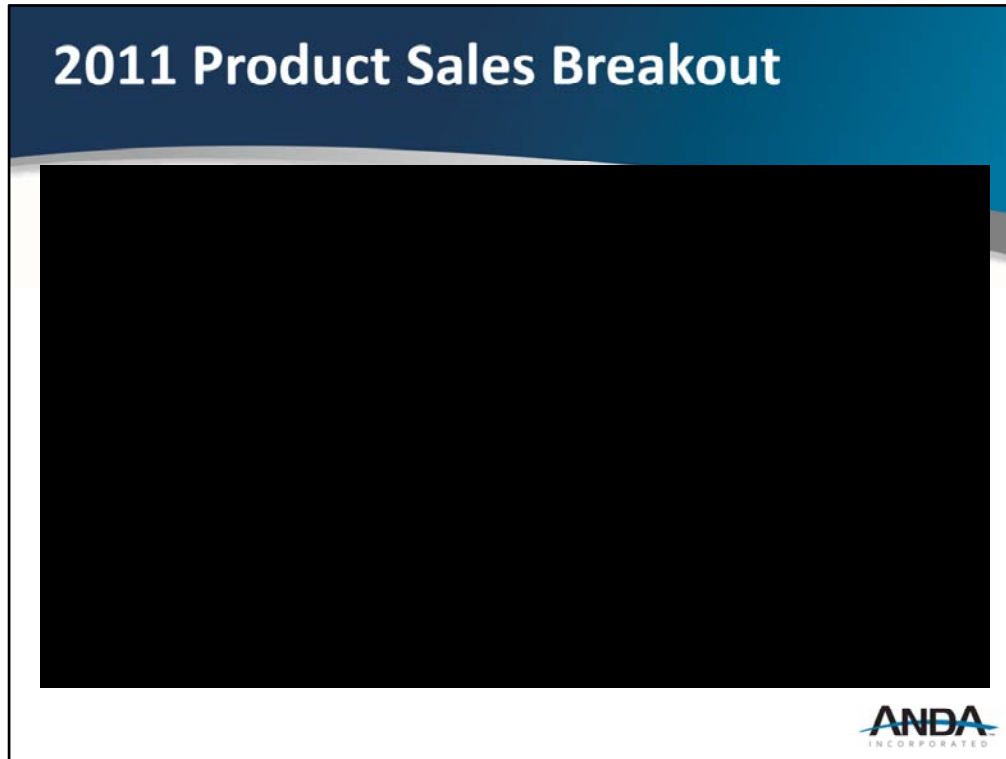
Regulatory Compliance including DEA compliance and relationship management

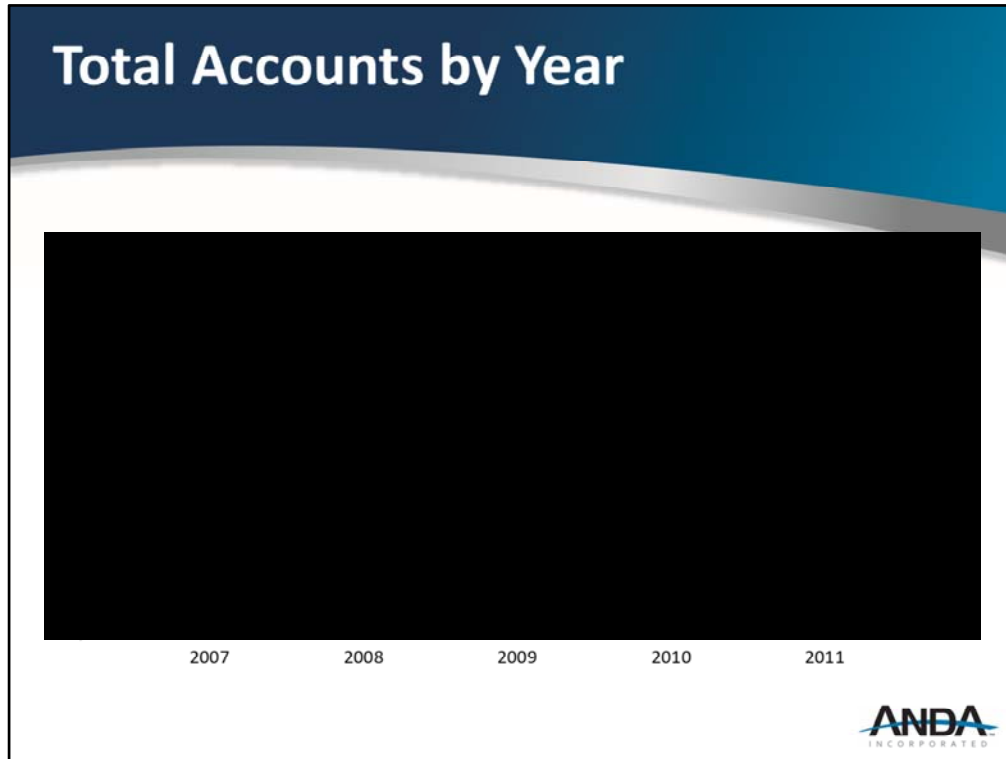
Paul Williams
SR VP, General Manager Anda Specialty

Business lead for Intellogics and PractRx, Anda Inc's two physician based business segments

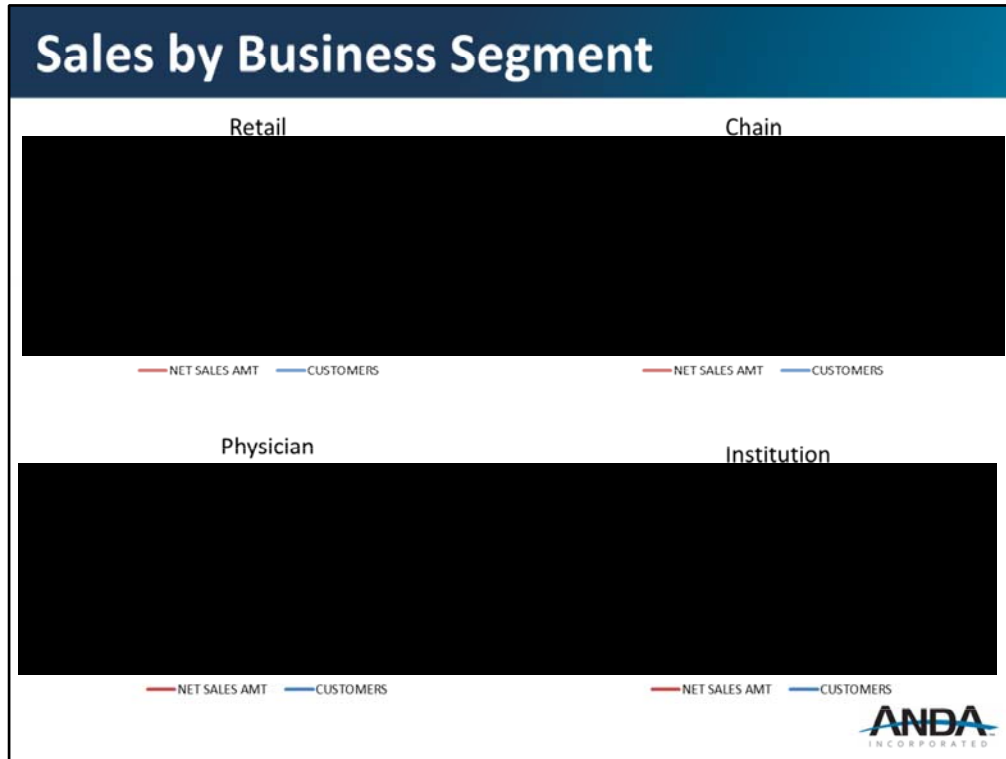




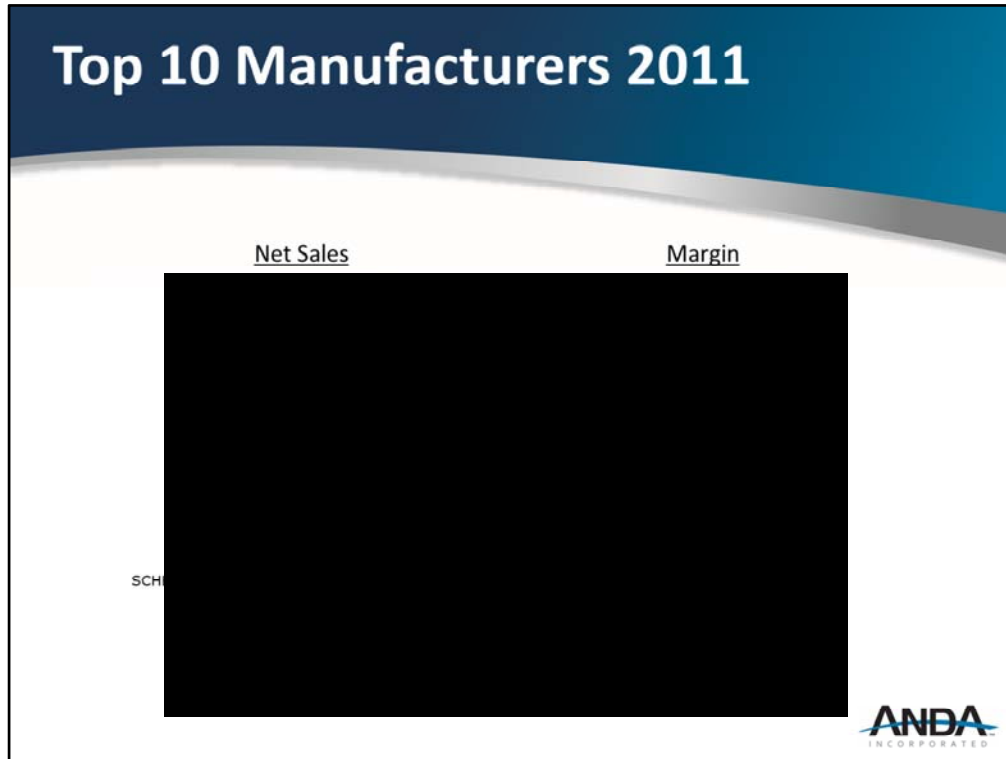








[Redacted text block]







CII Customers were back up in 2011
CII Sales exceeded \$200 Million

CSOS and CSOS Enterprise

- 736 New CSOS client accounts added in 2011
- Now over 5,800 CSOS installations
- 8 Mid-sized Regional Chains installed on CSOS Enterprise
- Total of 741 Pharmacy Chain Stores currently using our CSOS Chain Store System
- 42.3% increase in CSOS Enterprise Sales






Online ordering customers grew to over 15K. 18% increase
Online orders grew by 100K orders
42% of retail independent sales online
27% of total sales online

Pricing & Contracts Statistics

Department Reorganization

- Price Management Team
 - Managed 7,360 retail price changes > 25% increase over 2010
- Marketing Intelligence Team
 - [REDACTED]
- Cost Management Team
 - Streamlined processes for quicker updates
- Pricing Analysis Team
 - Analytical research using Market Intelligence resulted in more proactive price changes each month
- Bids Team
 - Administers all special price requests, RFPs and government pricing
- Price Override Team
 - Managed over 125,000 price overrides and over 40,000 credit requests
- Contracts Team
 - Currently managing 10,831 active customers on rebate contracts
 - 100's of requests weekly moving customers to various programs



308 contracts to manage is hard to comprehend.
Do the math....

Customer Service Statistics

Remedy Opportunities



- Over 69,600 opportunities handled in Remedy in 2011 for customer service issues.

Recalls

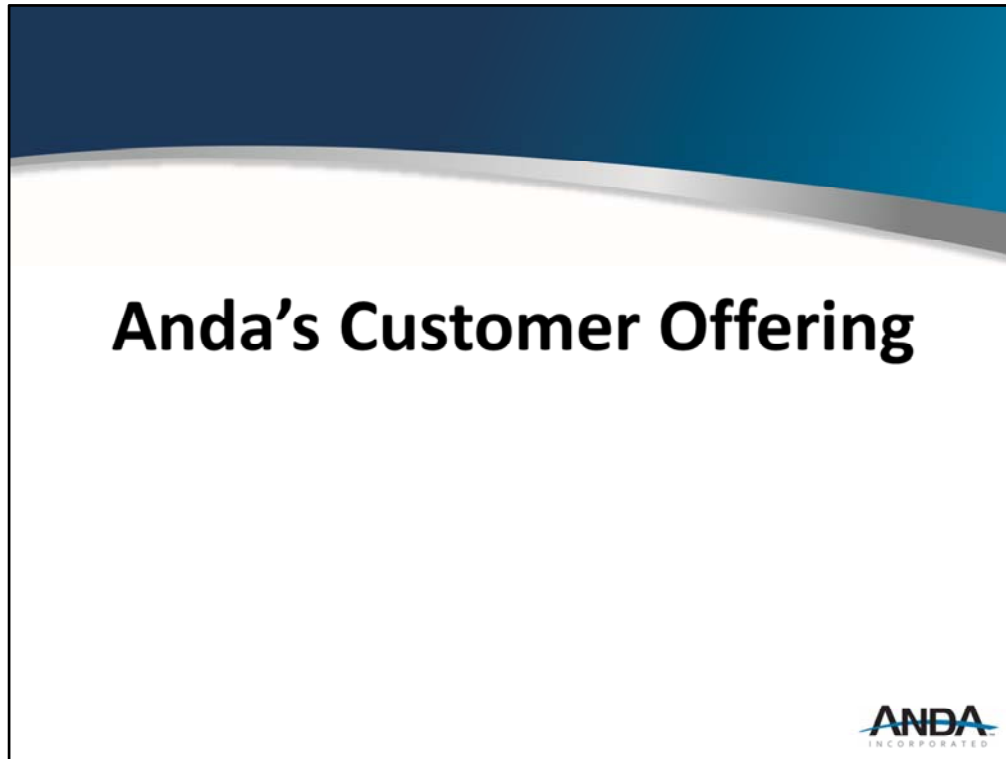
- 190 products recalled
- 66,700 recall letters faxed or mailed to Anda/VIP/AndaMeds/PR customers

Returns

- Processed over 24,000 authorized merchandise returns in 2011



Thank you sales for your support in recalls. It was a very difficult year with over 200 recalls
Look at the reduction of 90 day calls...
Over 100 returns per day..



Sales Team Coverage

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National Accounts

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3 Directors of National Accounts

Total market coverage
making over **10,000** pharmacy calls
per day and over **3,000** physician
calls per day.



First to Market Program

Anda's Systems, Processes, and Culture make us the Leader in Day 1 Delivery of New Generic and Branded products, Including CII's.

• Currently providing launch distribution services for the largest chains in the country in addition to thousands of independent pharmacies

• Special CII drug launch capabilities

Services Include

- Unmatched sense of urgency
- Communication to stores regarding launch details
- Database management expertise
- Multiple ordering configuration on launch day
- Customized letters added to each order box
- Flexible Invoicing options



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First to Market Program

Concerta

- [REDACTED]
- [REDACTED]

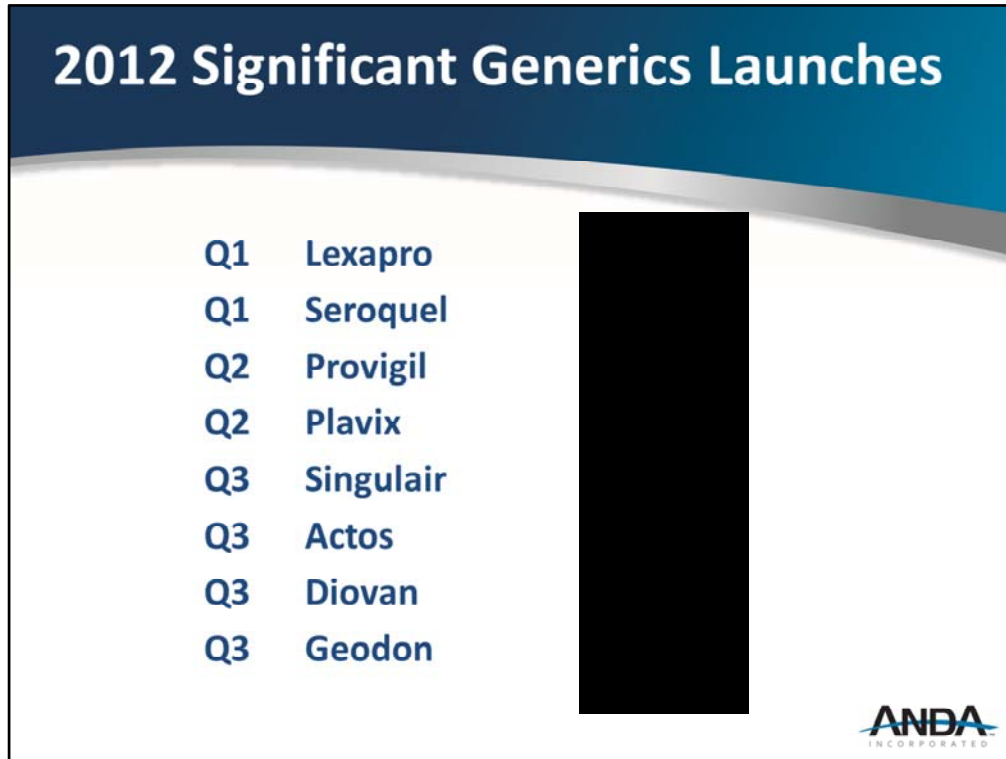
Zyprexa

- [REDACTED]
- [REDACTED]
- [REDACTED]

Lipitor

- [REDACTED]
- [REDACTED]
- [REDACTED]

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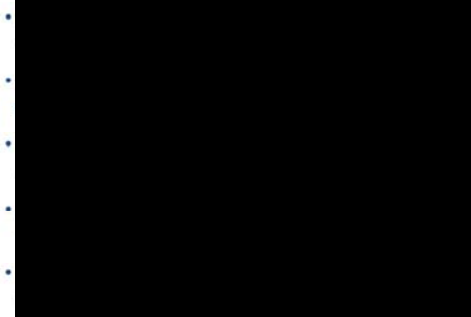


A big part of the way we're going to get there is by maximizing sales on the new product launches coming this year.

Personalized Customer Service

Anda is focused on providing excellent customer service as a core competency and a point of differentiation from our competitors.

- We can customize our service offering to a specific customer or manufacturer program:



- Able to verify orders before they ship out and/or provide full tracking once order goes out.



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Differentiation through Technology

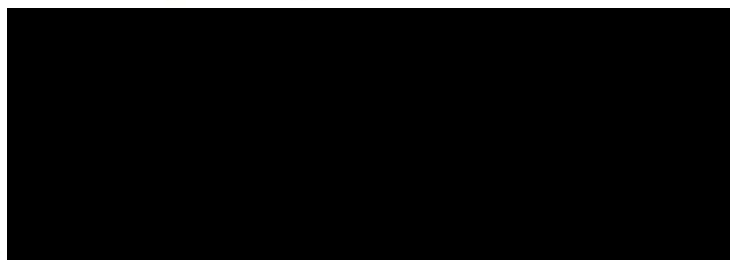
Anda has utilized creative technology to drive sales opportunities, improve the level of service, and provide a better interface for our customers to order.



Online Ordering

- Allowing your stores to order online through AndaNet is the simplest way to provide store-level ordering capabilities to your locations.

- With online ordering via AndaNet, your stores can:



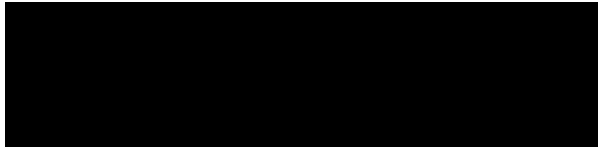
- For our chain customers, Anda has the ability to:



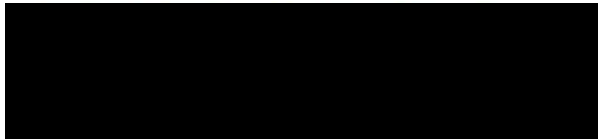
Corporate Ordering

- With AndaCentral™, you have all the tools and flexibility at your fingertips to manage online ordering at the corporate level for your chain.

- With AndaCentral™, you can:




- Store level ordering with corporate approval :



Customized Websites



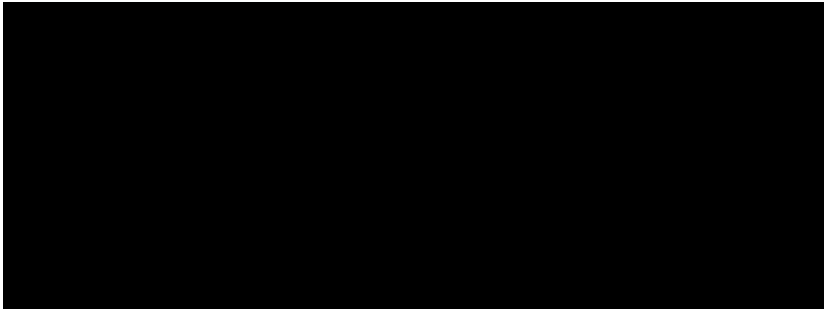
Anda can customize a customer's online experience like none other in the industry.

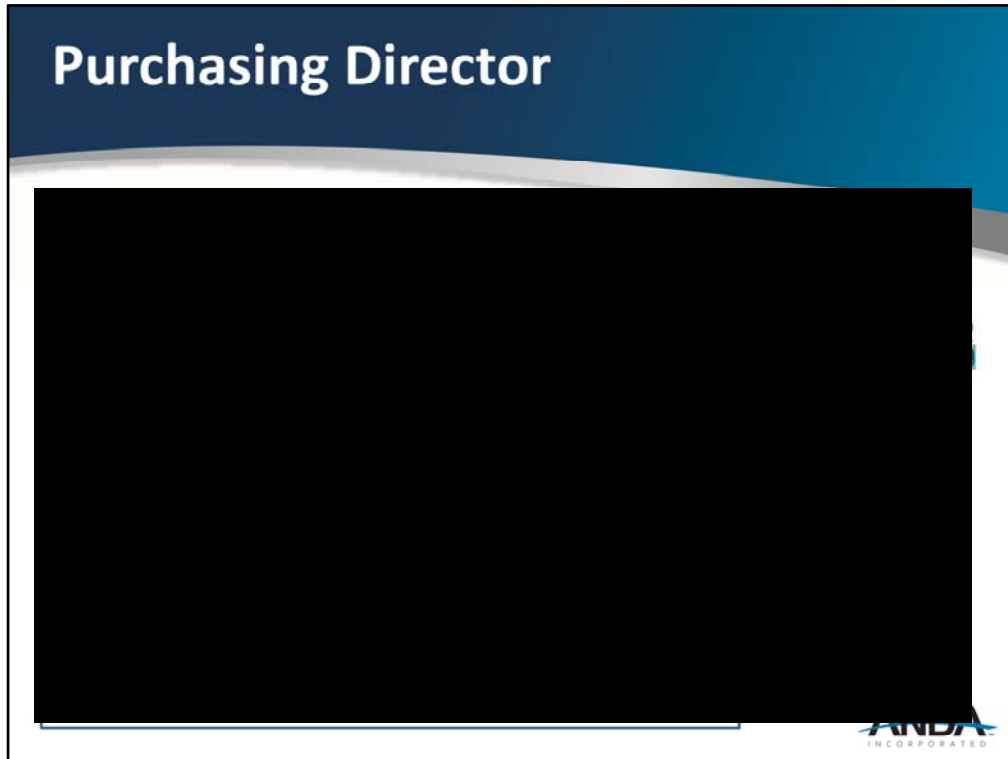


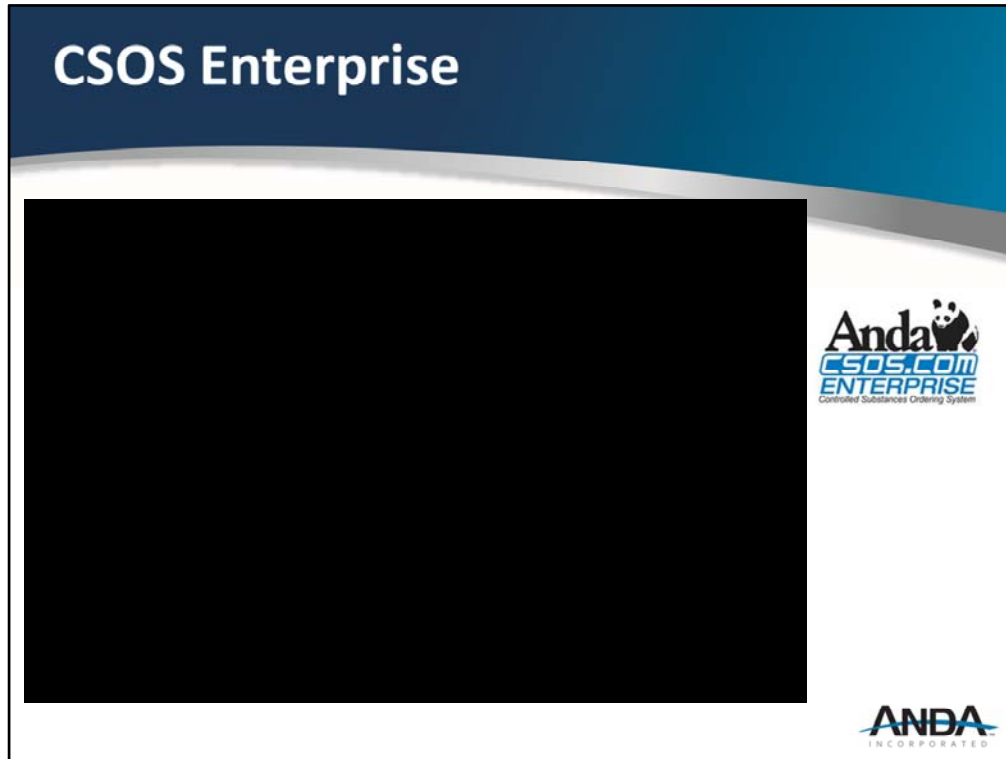
CSOS (Controlled Substance Ordering System)

Anda is the CSOS Market Leader

- In October 2005, Anda was the first company to successfully accept an electronic order for a C2 product. Since then, we have successfully installed over 4,500 locations with our software.
- The industry recognized this accomplishment with awarding Anda the HDMA (Healthcare Distribution Management Association) Innovation for Success Award in 2006.

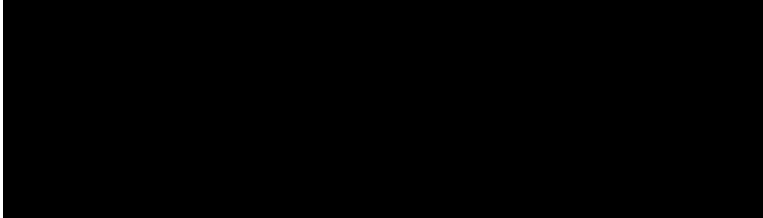








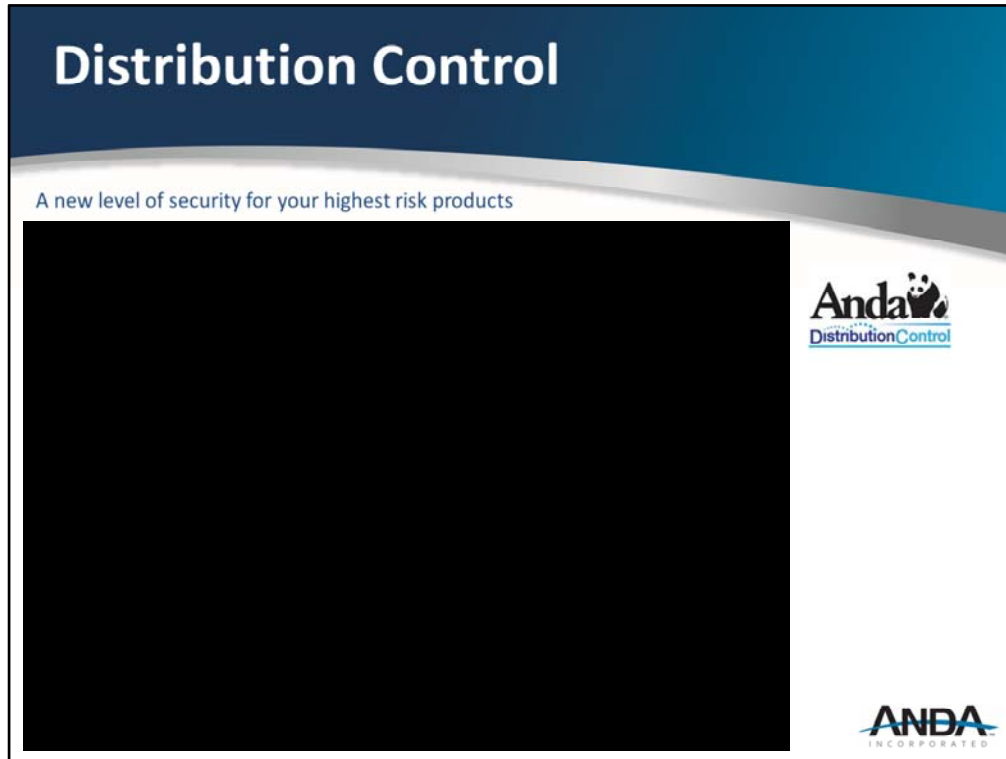
Automated Out of Stock

- Automate the ordering of items that are out of stock from your primary supplier.
- Intervenes at your direction in the event an out-of-stock situation occurs:




- Reduce or eliminate wholesaler substitutions.

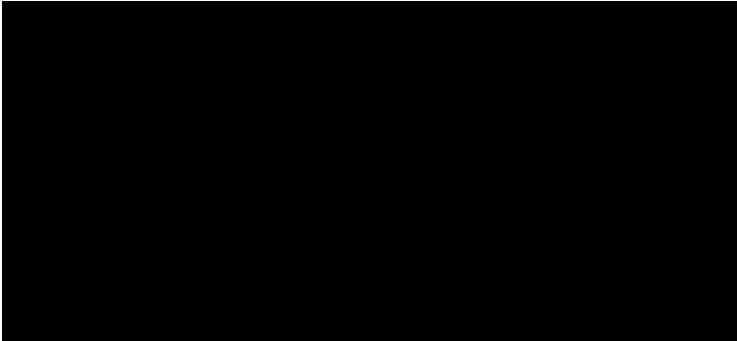





EDI System

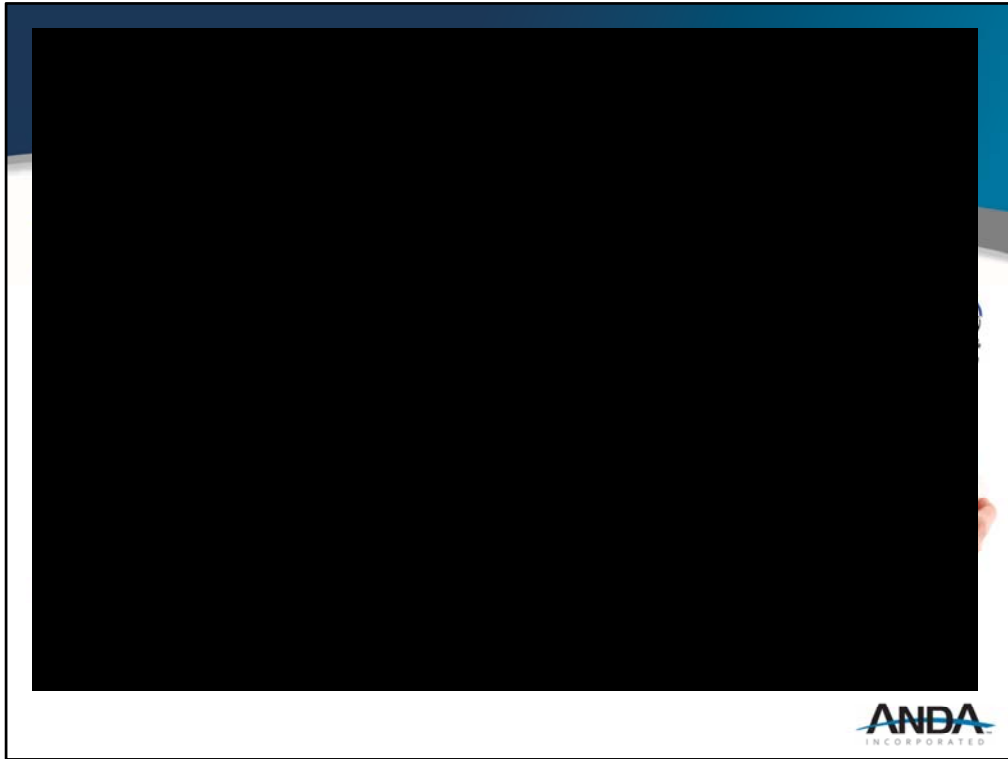


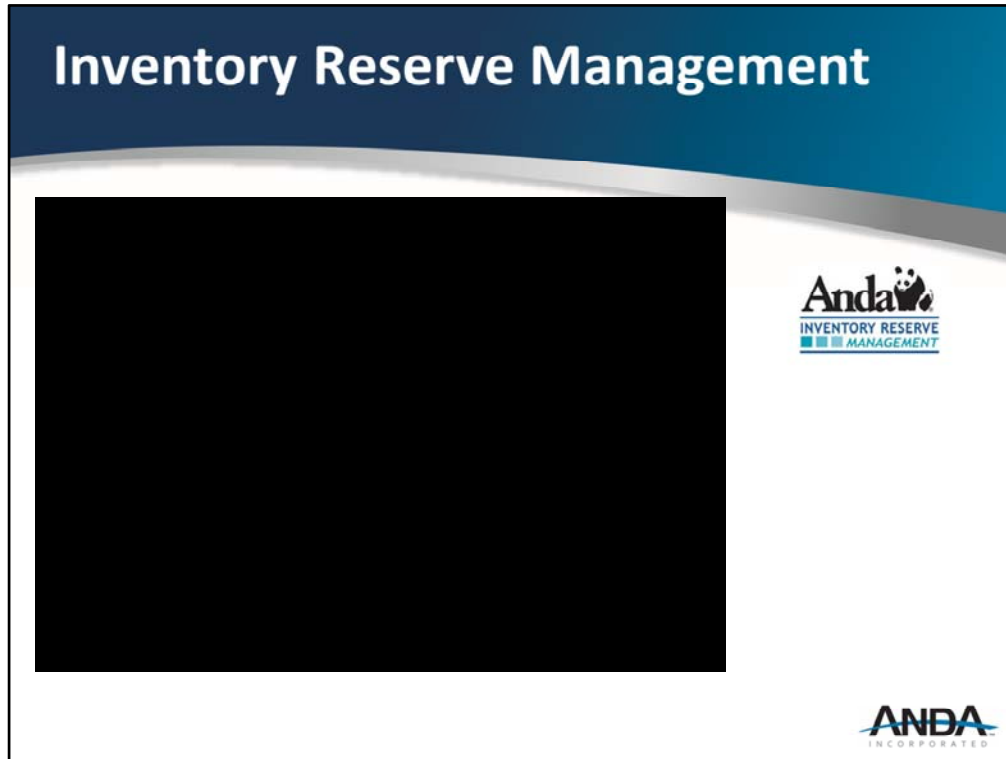
Join our EDI system and enjoy:

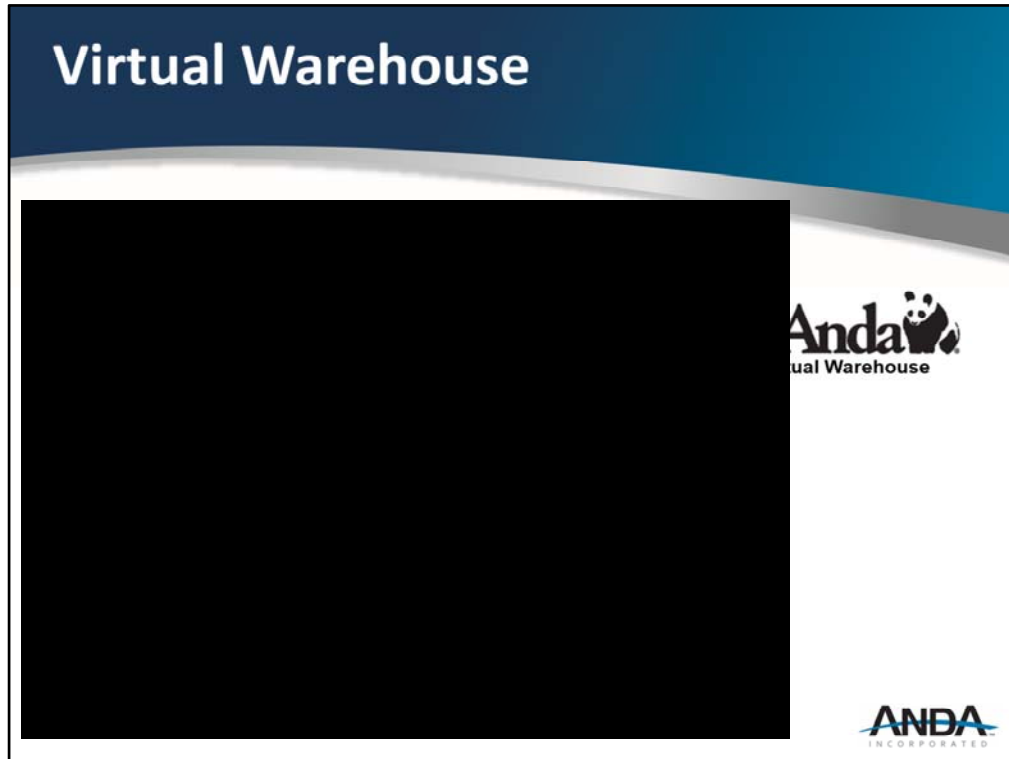


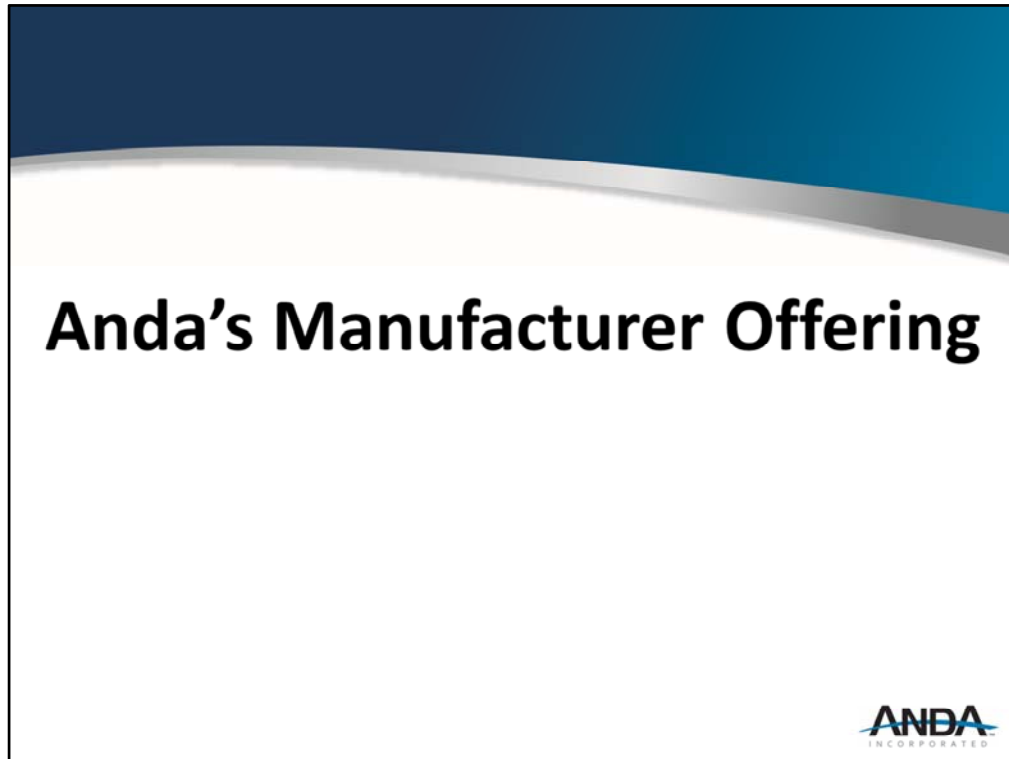
EDI Transactions
Electronic Data
Interchange








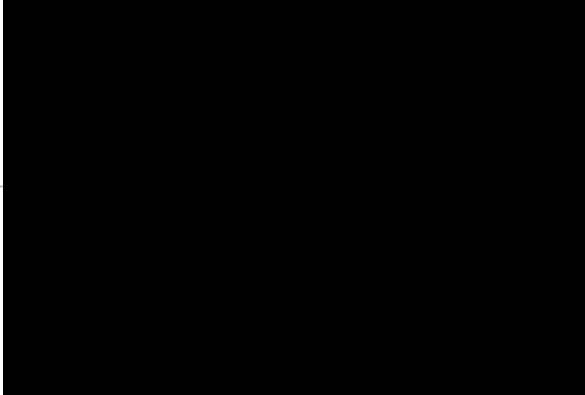






Inventory Allocation Programs

Anda's inventory allocation programs can guarantee your product gets to the customer you desire.

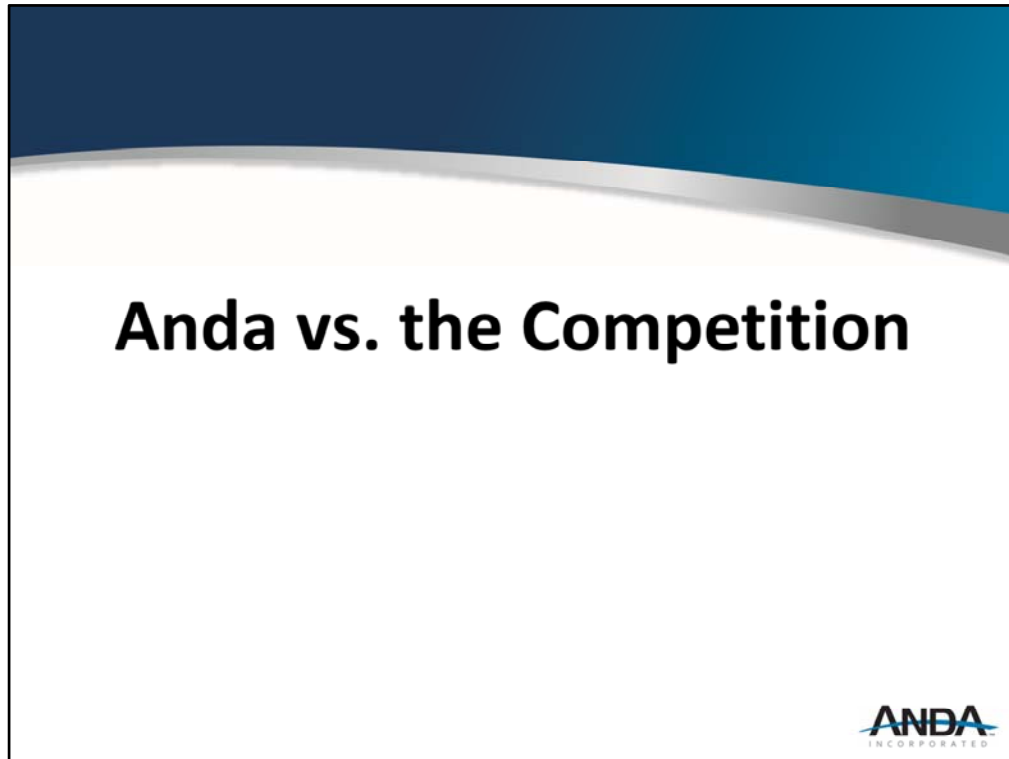


Anda was awarded Target's Healthcare Partner of the Year in 2010 based on our support of their virtual warehouse program.

Anda's Marketing Services

Anda can reach a desired customer base in many ways utilizing our customized marketing services:

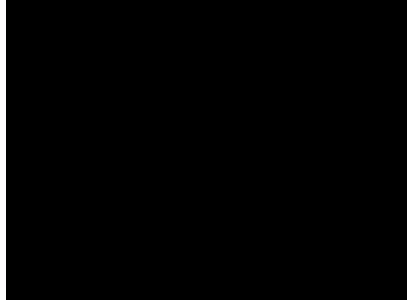




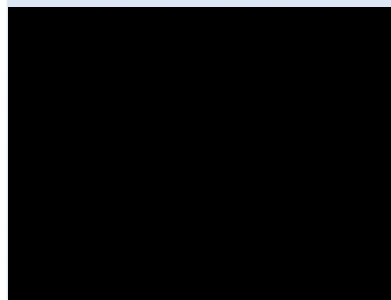
Big 3 Wholesalers

Anda is able to capitalize on natural inefficiencies in the big 3's wholesale model to create customer service and sales opportunities.

Inventory Challenges



Anda's Opportunity



Big 3 Wholesalers

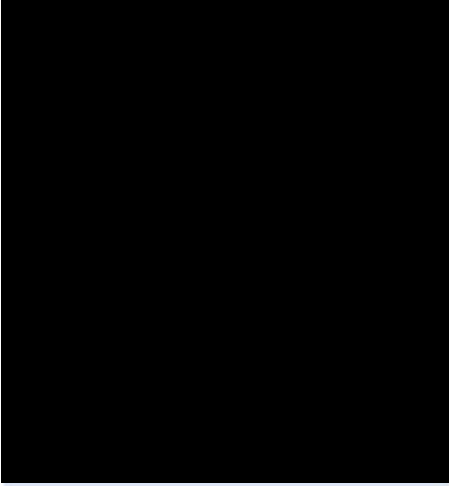
Anda operates a more efficient model which makes us a more economical alternative to big 3 distribution

<u>Overhead</u>	<u>Anda's Opportunity</u>


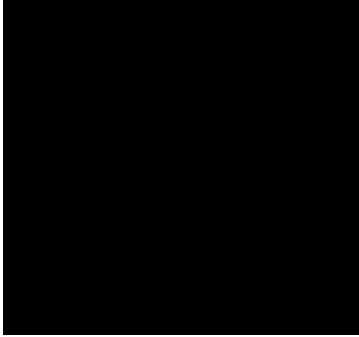
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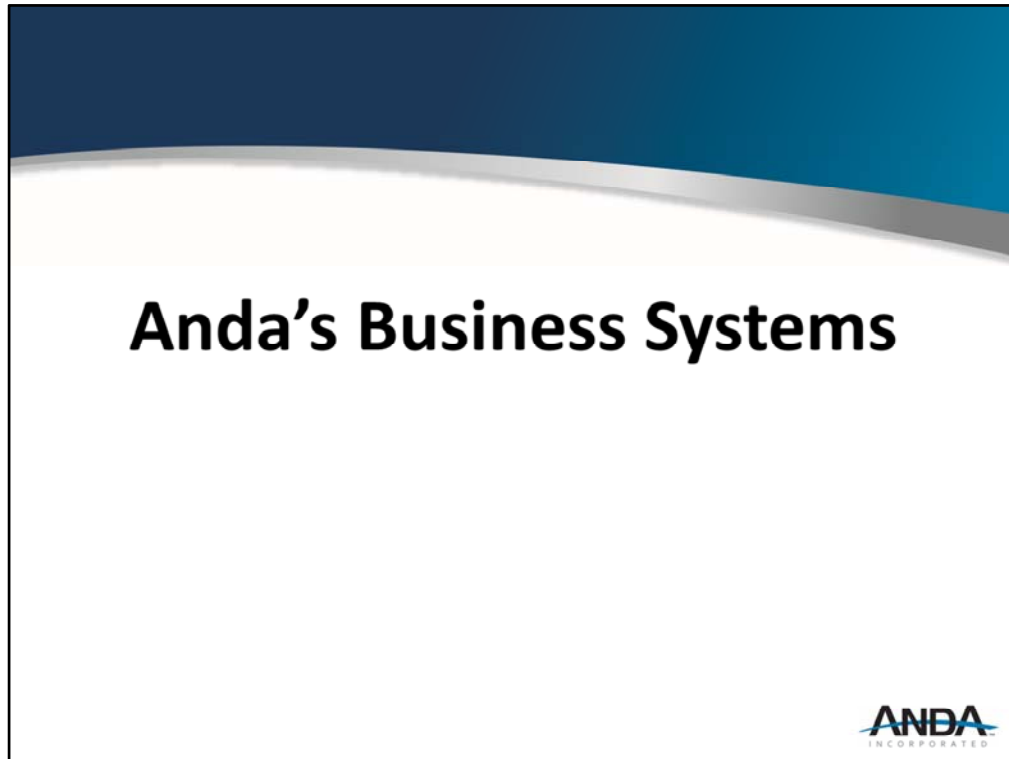
Distributor Competitors

The Competition





Anda's model has evolved from something that was different from the wholesalers to something that's equally different from the distributors.






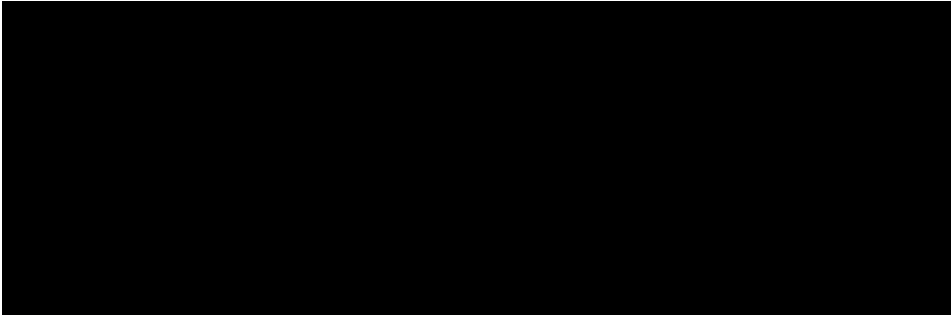
Anda's Business Systems - TPS

TPS – Turning Point Systems is Anda's primary business and warehouse management system.




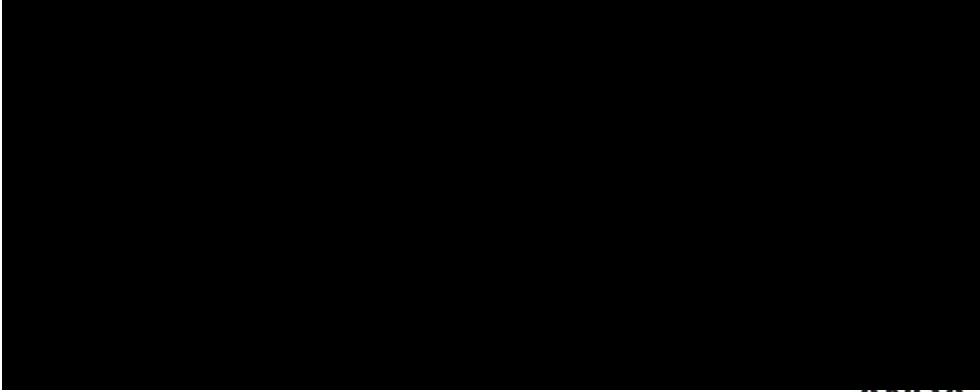
Anda's Business Systems - Remedy

Remedy is Anda's custom Customer Relationship Management application developed by Anda's Internal Remedy Development Team.





Anda's Business Systems – Sales Advantage

Sales Advantage is a web-based system created to provide additional data resources to the telesales representatives in a user friendly format.





Anda's Business Systems - StatFacts

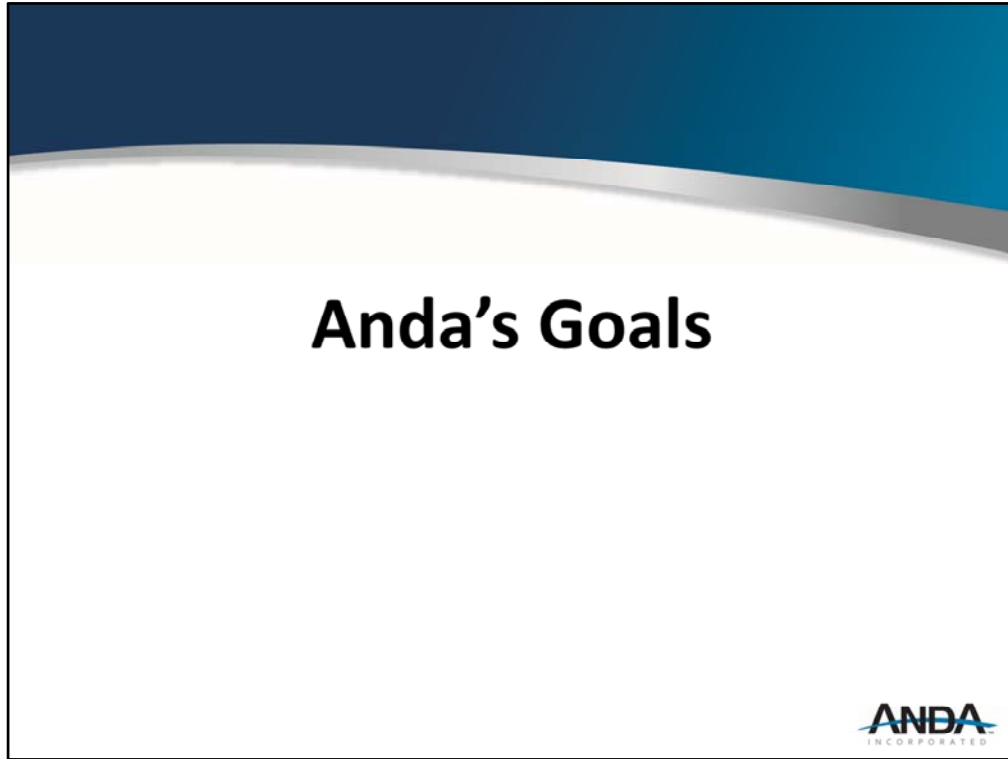
StatFacts is a custom developed program that provides visibility into product usage and pricing trends.



Anda's Business Systems - Cognos

Anda utilizes Cognos as it's Business Intelligence analytic reporting and management tool.









2012 Goals – Anda Distribution

 Financial	<ul style="list-style-type: none">• Achieve our target of [REDACTED]
 Strategic	<ul style="list-style-type: none">• Change name of VIP to Anda• Continue to grow and develop the chain segment• Enhance our identity
 Operational	<ul style="list-style-type: none">• Maximize every new product opportunity• Increase number of independent customers







2012 Goals - PractRx

 Financial	<ul style="list-style-type: none">• Achieve our financial target of [REDACTED]• Stretch target of [REDACTED]
 Strategic	<ul style="list-style-type: none">• [REDACTED]• Drive growth across all aspects of our business
 Operational	<ul style="list-style-type: none">• [REDACTED]• Establish a culture focused on results and professional selling capabilities



2012 Goals – Anda Inc.

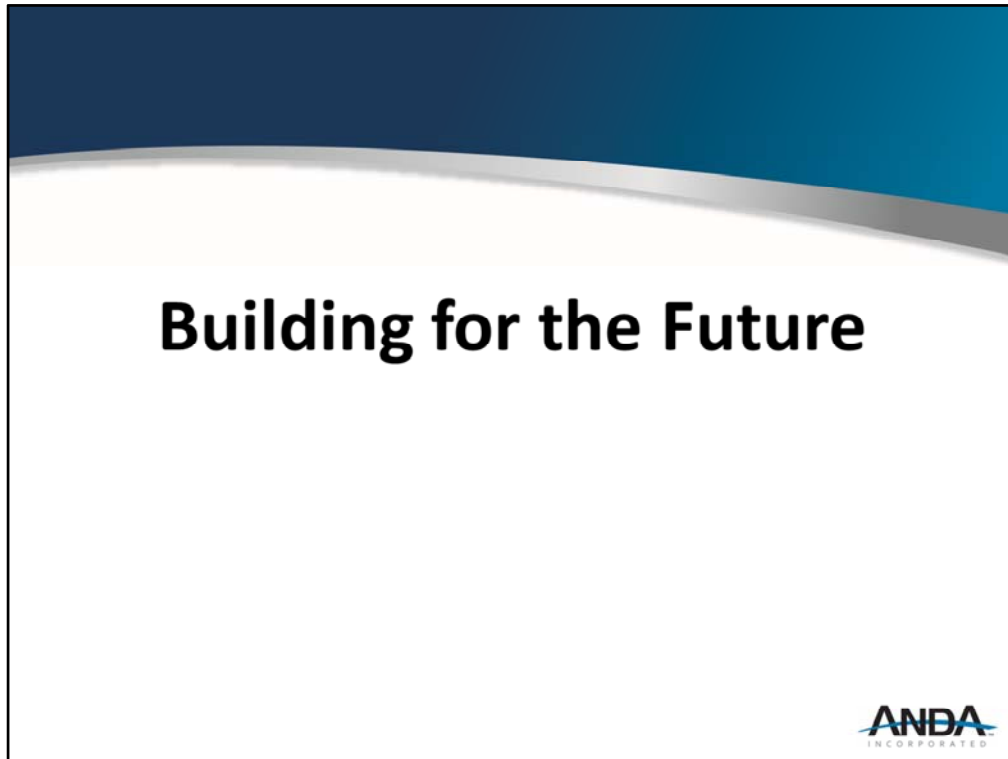
 Financial	<ul style="list-style-type: none">• Exceed sales and contribution goals• Achieve our target of [REDACTED]
 Strategic	<ul style="list-style-type: none">• [REDACTED]• [REDACTED]
 Operational	<ul style="list-style-type: none">• [REDACTED]



How we'll get there

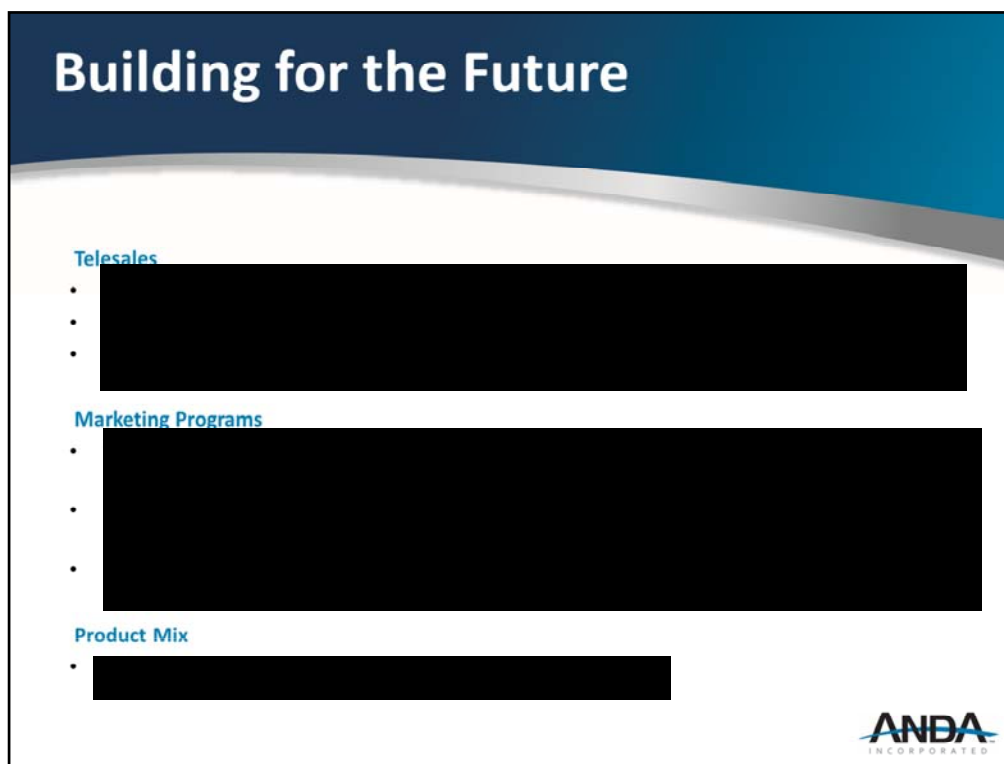
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Building for the Future





Coming off our best year ever on all fronts, Anda went on a mission to create a better organization as we looked toward the future of distribution. We analyzed all key functional areas to try to improve anywhere we could.

Building for the Future

Contracts / Pricing

- [REDACTED]
- [REDACTED]

Brand Refresh

- [REDACTED]
- [REDACTED]
- [REDACTED]

Creation of Specialty Division

